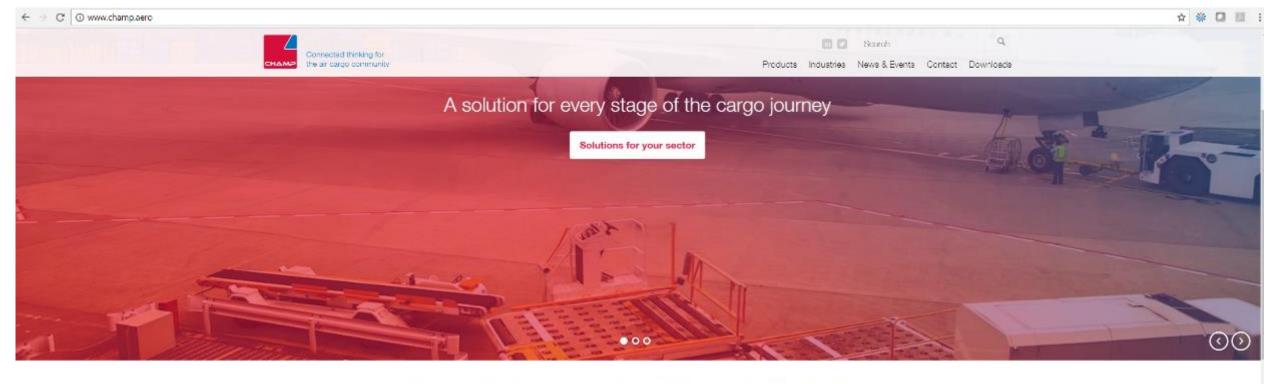
**CHAMP Cargosystems** 

"Freight 4.0: Towards a Digital Collaborative Ecosystem – the Intelligent Supply Chain"

Arnaud Lambert CEO





#### Connecting the community with innovative IT solutions

We can help optimize your day to day operations - reducing costs, time and errors - whether you're an Airline, GSA, GHA or Forwarder.



View all solutions for Airlines



View all solutions for Forwarders



View all solutions for GHAs

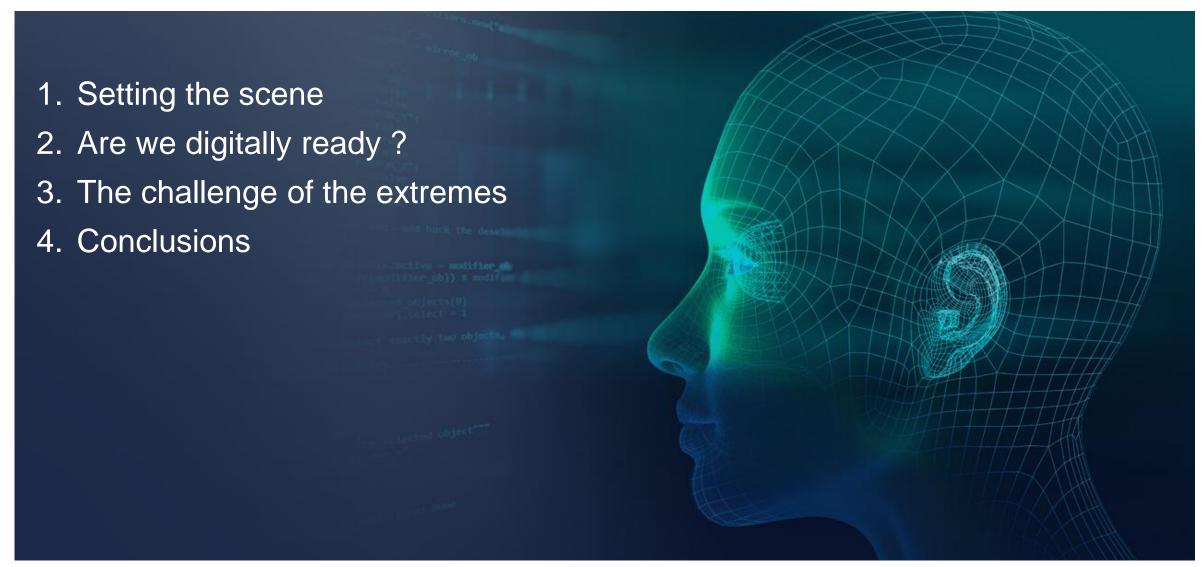


View all solutions for GSAs



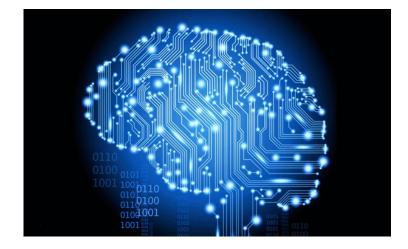


## Agenda





# Freight 4.0 – Digital & Smart

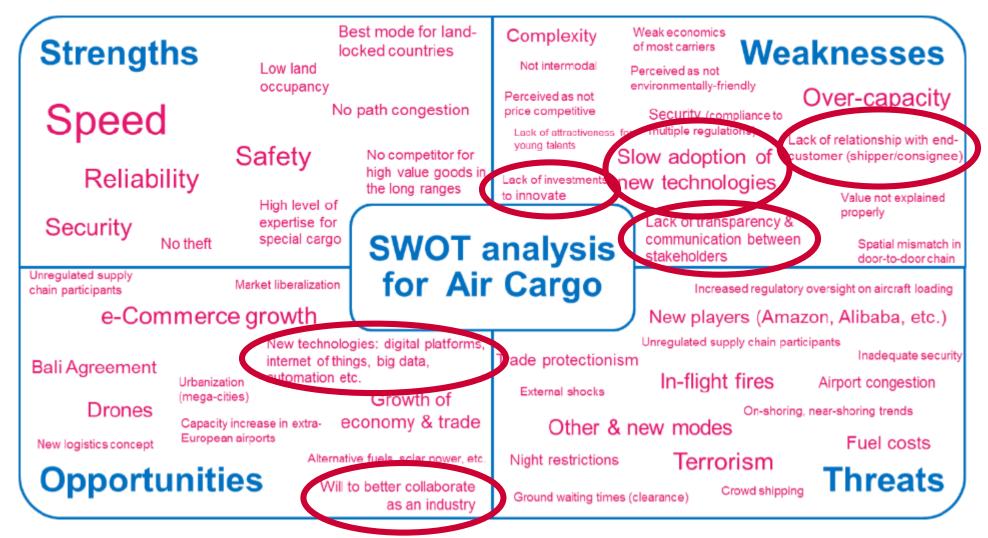


			Today	
1800 Industry 1.0	1900 Industry 2.0	1970s Industry 3.0	2015+ Industry 4.0	2030+ Digital ecosystem
The invention of mechanical production powered by water and steam started the first industrial revolution	Mass production, with machines powered by electricity and combustion engines Introduction of assembly lines	Electronics, IT, and industrial robotics for advanced automation of production processes  Electronics and IT (such as computers) and the Internet constitute the beginning of the information age	Digital supply chain  Smart manufacturing  Digital products, services, and business models  Data analytics and action as a core competency	Flexible and integrated value chain networks  Virtualized processes  Virtualized customer interface  Industry collaboration as a key value driver

Source: Strategy& analysis © PwC.All rights reserved.



## How is the Air Cargo Industry equipped?



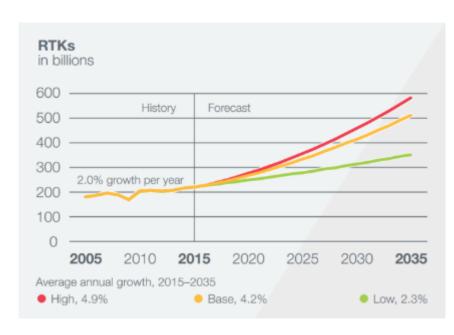
Source: IATA 2017 strategy



## The world of Air Cargo

# World air cargo traffic will double over the next 20 years

### Will the margin also double?



Source: Boeing WACF 2016-2017 report

	Courier Services	Logistic Services	Marine Shipping	Air Freight	Rall Freight	Trucking	Transport Support Services
Traditional Peers	Fedix 0		EOE OF COM		[csx] 👼	THE Comp	Ecarillian
Revenue CAGR 2008-2014	1.7%	4,1%	(1.6%)	1.7%	5.2%	2.5%	6.5%
Revenue CAGR 2014-2018FF	3.0%	1.8%	1.7%	3.6%	3.5%	4.2%	6.4%
ROIC 2008	11.9%	6.9%	7.5%	5.0%	8.0%	5.2%	6.6%
ROIC 2014	19.6%	2.1%	10.2%	2.8%	25.7%	3.6%	13.7%
EBIT Margin (2) 2008	6.9%	2.1%	9.3%	2.8%	25.7%	3.6%	13.7%
EBIT Margin (2) 2014	6.5%	3.5%	5.8%	3.8%	32.0%	6.1%	16.8%

Source: World Economic Forum White Paper Digital Transformation of Logistics Industry



# The air cargo community – interconnected logistics

# >430 Airlines >9000 Forwarders >250 Customs

### From Internal



#### To External

- partners
- customers



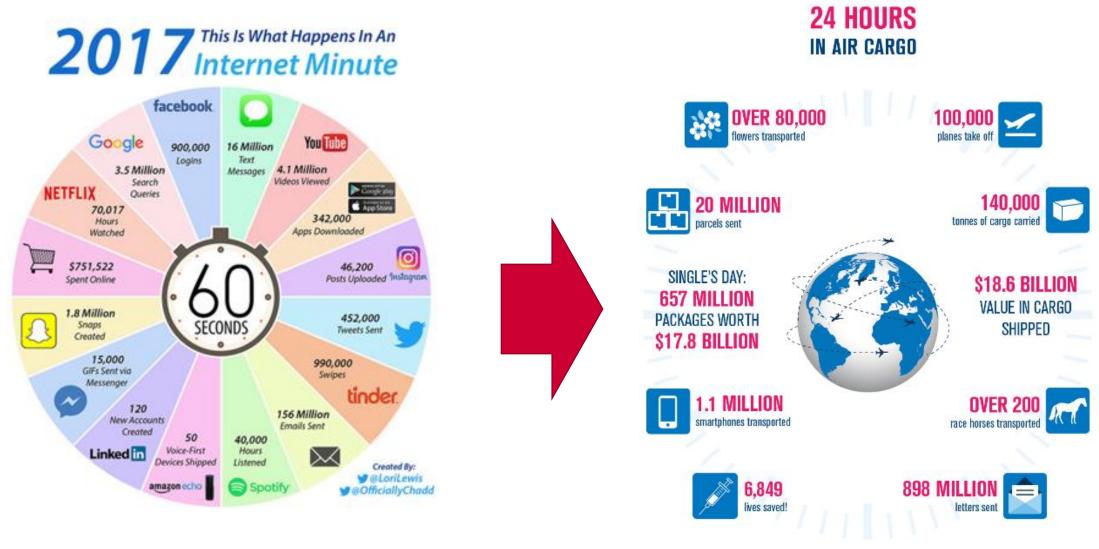


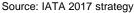
### Who is the real customer?





## The B2C is setting the pace of the B2B







### Conclusions

- Freight 4.0 is the premise of future digital ecosystem based on the virtualization & collaboration
- User experience in B2C is driving the one in B2B and is based on digitalization
- Digitalization is the pre-condition to harness the next stage of air freight value creation.





**CHAMP Cargosystems** 

# Thank you for your attention

